

## Message Text

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PAGE 01 DAMASC 03070 121207Z

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ACTION NEA-10

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R 121012Z AUG 75  
FM AMEMBASSY DAMASCUS  
TO SECSTATE WASHDC 4231  
USDOC WASHDC  
INFO AMEMBASSY BEIRUT

UNCLAS DAMASCUS 3070

E.O. 11652: N/A

TAGS: BEXP, BTIO, SY

SUBJ:U.S. FIRMS DESIRED FOR PORT EXPANSION WORK IN SYRIA

1. SUMMARY. GOVERNMENT AND TRADE SOURCES AT TARTOUS AND LATAKIA PORTS REPORT KEEN INTEREST IN RECEIVING OFFERS FROM U.S. FIRMS ON PORT EXPANSION WORK. THEY ALSO REPORT LACK OF PERFORMANCE ON PART OF ITALIAN DREDGING FIRM AT TARTOUS. REQUEST USDOC-CAGNE ENCOURAGE U.S. FIRMS TO CONTACT APPROPRIATE SYRIAN OFFICIALS. END SUMMARY

2. A.K. FARHAT, TECHNICAL DIRECTOR, LATAKIA PORT COMPANY INFORMED A.I.D. OFFICER DURING LATTER'S ORIENTATION VISIT TO TARTOUS AND LATAKIA PORTS THAT HE WAS VERY DISAPPOINTED THAT U.S. CONSTRUCTION FIRMS HAD SHOWN NO INTEREST WHATSOEVER IN L.S. 200 MILLION (\$54.8 MILLION) TENDER FOR CONSTRUCTION WORK AT LATAKIA PORT TO EXPAND CAPACITY OF THIS IMPORTANT SYRIAN PORT. FARHAT SAID HE VERY WILLING DELAY SELECTION OF FIRM PENDING RECEIPT OF EXPRESSION OF INTEREST FROM U.S. FIRMS QUALIFIED IN PORT EXPANSION WORK.

3. ACTION REQUESTED: USDOC SHOULD ENCOURAGE RESPONSE BY APPROPRIATE U.S. FIRMS TO OFFICE IN CHARGE OF PORT EXPANSION: ENG. LUTFI AL-KHASS, DIRECTOR GENERAL, MAJOR PROJECTS ADMINISTRATION (MPA), DAMASCUS; HIS DEPUTY, HISHAM SATI, DIRECTOR OF PLANNING, MPA;  
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PAGE 02 DAMASC 03070 121207Z

AND ALSO ENG. NO'MAN ZEIN, MINISTER OF TRANSPORT,

MINISTRY OF TRANSPORT, DAMASCUS (FORMER HEAD OF BOTH PORTS), AND HIS DEPUTY MINISTER AMIN BARZAGHEL, BOTH OF WHOM WERE VERY HELPFUL DURING EARLY MARCH USDOC-SPONSORED RAILWAY TRADE MISSION. MEMBER OF MISSION, EDMOND V. TYNE, FORD, BACON AND DAVIS, INC., 2 BROADWAY, N.Y., SHOULD BE INFORMED, ALONG WITH OTHER U.S. FIRMS. ALSO INFORM HELLMUTH, OBATA AND KASSABAUM, INC., AND HOK GROUP (DAMASCUS 2988, STATE 188861) AS THEY NO DOUBT HAVE CAPABILITY AND SHOULD VISIT FARHAT AT LATAKIA AND TARTOUS PORT DIRECTOR GENERAL MUSBAH SHARABI UPON THEIR RETURN TO SYRIA AUG 19 IN CONNECTION WITH SPORTS CITIES BID.

4. RE TARTOUS DREDGING CONTRACT AWARDED TO ITALIAN FIRM, TARTOUS TRADE SOURCE SAYS ITALIANS HAVE NOT YET BEGUN WORK AS THEY CANNOT OBTAIN NECESSARY DREDGING EQUIPMENT. ITALIANS NARROWLY NOSED OUT WELL-KNOWN U.S. FIRM C.F. BEAN CORP., PRES. J.W. BEAN (WHO VISITED DAMASCUS IN JANUARY), ONE SHELL SQUARE, SUITE 3700, NEW ORLEANS, LA. #70139, TELEX 58 4270, TEL. 504/581.1583. BEAN SHOULD BE INFORMED OF THIS REPORTED DELAY AND WE RECOMMEND HE CABLE ZEIN, BARZAGHEL AND SHARABI TO RE-EXPRESS BEAN'S INTEREST AND ABILITY IN DREDGING PROJECT. IF AMERICAN REP. OF BEAN IS AREA, SUGGEST HE DISCUSS PREVIOUS EFFORT FOR THIS CONTRACT WITH RELIABLE SYRIAN BUSINESSMAN, SAMI NADDAF, WHO BELIEVES EFFORT BY BEAN/BEIRUT REP. BERNARD MAHFOUD AND HIS SYRIAN CONTACT TO WIN CONTRACT WAS BADLY HANDLED.  
MURPHY

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